

Software Asset Management (SAM)

Take control with Fujitsu IdentIT Service

Fujitsu knows all there is to know about software asset management. Our service helps you manage risks and protect your organization for illegal use and our vision is to work with you to pioneer long-term competitive solutions.



Fujitsu knows Software Asset Management

Handling your licenses in a strategic, integrated manner brings large cost savings but requires the right kind of expertise. That's where Fujitsu comes in. Our IdentIT Software Asset Management service ensures that all of your programs and licenses are handled in the most cost-effective way possible. Our automated processes and licensing experts create and analyze the optimum strategy for your business. Our service helps you manage risks and protect your organization from illegal use.

Review your software with IdentIT

IdentIT is the name of our Software Asset Management service. The service includes taking stock of your software, as well as reviewing your policies, processes, planning, purchasing routines, use and training. The transparent, well-established method follows, ITIL Best practice and SS-ISO/IEC 19770 standards. IdentIT is available at the Basic, Standard and Enterprise service levels. If you already have a tool, we can offer Software Asset Management expertise on a consulting basis.

Take control and lower your costs

Handling your software and licenses better is all about taking control. Control over your time and costs. Control of your software and licenses. Control over real needs. According to Gartner IT research, systematic management of software life cycles can reduce the cost of doing business by up to 30% the very first year. In our experience, we are frequently able to identify major cost savings, both long-term and short term, on behalf of our customers.

The optimal solution

Software asset management is fundamentally a question of identifying the best solution for handling software and licenses. Fujitsu's vision is to provide the kind of optimal, forward-looking support that will enable you to evolve and become more cost-effective in this area. By virtue of our role as a full-range supplier of information and communication technology services, we are experts at seeing the big picture.

Optimization and streamlining of current and future investments

- A flexible, cost-effective solution
- Established processes and tools
- Experienced and knowledgeable team of licensing specialists and SAM consultants

Our know-how and expertise

Our knowledgeable, certified experts always prioritize the needs of your business. We keep up with the latest developments and trends by attending regular trainings and certification courses arranged by international institutes and trade organizations in the area of software asset management. Fujitsu can help you respond properly to audits by the manufacturers from which you purchase your software. Based on many years of experience, we know what questions you need to focus on and address. We can also assist you with your license situation and identify any discrepancies, which is a necessary information in order to make appropriate decisions.

Fujitsu IdentIT analysis

A Fujitsu IdentIT status analysis can demonstrate the value of handling licenses at your organization by means of a short-term project at fixed price.

An IdentIT status analysis includes:

- Information about the applications that have been installed on your computers and the ones that are being used
- A two-month trial period, including operation and maintenance
- A hardware and software inventory of selected computers
- Our analysis of the situation, along with advice and suggestions about taking the next step in handling your licenses

Benefits of Software Asset Management

- Optimization and streamlining of current and future investments
- You ensure that you are acting correctly, both legally and contractually, and that your needs are being met at the right level
- You have continual access to needs assessment and proper decision making data
- You detect unsuitable software in time to deactivate and uninstall in order to minimize the risk of damage and malware
- We help you put together a license strategy and software policy that are tailor made for your organization

Lean principles – focus on constant improvements

Fujitsu proceeds from deeply rooted Japanese lean principles and a work methodology that we refer to as Sense and Respons – the road to constant improvements. Lean principles add value to your business and create a culture in which such improvements come naturally. We are forthright, realistic and relentless until we see the kind of results that truly benefit you. Because Fujitsu is certified in accordance with ISO/IEC 20000 standards, we deliver services based on quality-assured processes. Such an approach strengthens our effort to constantly improve our routines and work flows on your behalf.

About Fujitsu

Fujitsu is the leading Japanese information and communication technology (ICT) company, offering a full range of technology products, solutions, and services. Approximately 132,000 Fujitsu people support customers in more than 100 countries. We use our experience and the power of ICT to shape the future of society with our customers. Fujitsu Limited (TSE: 6702) reported consolidated revenues of 4.0 trillion yen (US \$36 billion) for the fiscal year ended March 31, 2019. For more information, please visit <http://www.fujitsu.com>.

About Fujitsu EMEA

In Europe, the Middle East, India and Africa, Fujitsu works with a growing ecosystem of partners, customers and local communities to create a 'Human Centric Intelligent Society' that is inclusive, sustainable and trusted. Our 28,000-strong workforce develops leading-edge digital solutions that address global business and societal challenges while also generating value for customers, helping accelerate their transformational journeys by harnessing the power of co-creation through our unique Human Centric Experience Design (HXD) methodology. For more information, please visit <http://www.fujitsu.com/emeia>

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